

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 AID-05 CIAE-00 COME-00 EB-07 FRB-03

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FM AMEMBASSY WARSAW

TO SECSTATE WASHDC 6168

CONFIDENTIAL WARSAW 4618

E.O. 11652: GDS

TAGS: OVIP, PL (GERALD R. FORD)

SUBJECT: PRESIDENTIAL VISIT: BACKGROUND ON GENERAL MOTORS

LIGHT-VAN PROJECT

1. THE GM PROPOSAL. GENERAL MOTORS IS WORKING WITH THE POLES
ON THE DESIGN OF A PLANT TO PRODUCE 100,000 MULTI-PURPOSE
LIGHT VANS PER YEAR. THE FACILITY, WHICH WOULD BE BUILT IN
POLAND, WOULD INCLUDE ITS OWN FOUNDRY AND DIESEL-ENGINE
FACTORY. IT WOULD COST ABOUT \$300 MILLION, OF WHICH APPROX-
IMATELY \$135 MILLION MAY BE FINANCED BY EX-IM BANK. THIS
WOULD BE THE LARGEST COMMERCIAL CONTRACT EVER SIGNED BETWEEN
POLAND AND THE UNITED STATES.

2. THE VEHICLE AND THE PLANT WOULD BE BASED ON US TECHNOLOGY.
GM PLANS TO BUY BACK 15,000 OF THE VANS FOR WESTERN MARKETS;
POLAND WILL EXPORT ABOUT 25,000 TO CEMA COUNTRIES, CHIEFLY
THE USSR.

3. PRESENT STAGE OF NEGOTIATIONS. DESIGN TALKS ARE TO BE
COMPLETED IN NOVEMBER, 1975, AND A FINAL CONTRACT MAY BE
SIGNED AROUND YEAR-END. THE POLES HAVE SIGNED A LETTER OF
INTENT TO BUY A MINIMUM OF 1,500 VAUXHALL PASSENGER CARS
AND 400 HEAVY-DUTY BEDFORD TRUCKS OVER THE NEXT THREE YEARS

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TO OFFSET GM DESIGN COSTS. GM HAS AGREED THAT THE POLES

CAN RECOVER ALL HARD-CURRENCY COSTS THROUGH BUY-BACK
PROVISIONS OVER A PERIOD OF 15 YEARS. ACCORDING TO MINISTER
OF THE MACHINE INDUSTRY WRZASZCZYK, FIRST SECRETARY GIEREK
SUPPORTS THIS PROJECT.

DAVIES

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NNN

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